

Message Text

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13

ACTION ARA-20

INFO OCT-01 ISO-00 AGR-20 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

SP-03 CIEP-02 LAB-06 SIL-01 OMB-01 NSC-07 SS-20

STR-08 CEA-02 L-03 H-03 TAR-02 JUSE-00 DRC-01 /163 W
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R 061410Z JUN 74 ZDK

FM AMEMBASSY TEGUCIGALPA

TO SECSTATE WASHDC 7273

INFO AMEMBASSY BOGOTA

AMEMBASSY BRASISIA

AMEMBASSY GUATEMALA

AMCONSUL GUAYAQUIL

AMEMBASSY MANAGUA

AMEMBASSY PANAMA

AMEMBASSY QUITO

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

C O N F I D E N T I A L TEGUCIGALPA 2372

E.O. 11652: GDS

TAGS: ETRD, HO

SUBJECT: BANANAS - VISIT OF UNITED BRANDS CHAIRMAN ELI BLACK

REF: SAN JOSE 2117

SUMMARY: CHAIRMAN OF UNITED BRANDS ELI BLACK, HARVEY JONHSON,
AND LOCAL UNITED FRUIT MANAGER HOUSTON LACOMBE CALLED UPON AMBASSADOR
JUNE 5. BLACK TO SEE GOH CABINET COMMITTEE ON BANANA PROBLEM
JUNE 6. STANDARD FRUIT, KIRCHOFF, TO ATTEND JOINT SESSION. UNITED
FRUIT POSITION SEEKS TO FIND HIGHER REVENUE FOR GOH WITHIN REALITIES
OF BANANA SUPPLY/DEMAND CONDITIONS. END SUMMARY.

1. BLACK WENT THROUGH BACKGROUND OF BANANA PROBLEM BRIEFLY. STATED
MEETING WITH GOH THE SOLE OBJECTIVE OF PREVIOUS DISCUSSIONS MAY 13.

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2. IN RESPONSE TO MY QUESTIONS BLACK STATED THAT HE DID NOT HAVE A SPECIFIC PROPOSAL, BUT RATHER A VARIETY OF POSSIBILITIES WHICH WE WERE PREPARED TO DISCUSS WITH GOH. PAST FEW MONTHS HAS SHOWN THAT SURCHARGE NOT THE WAY FOR GOH TO SEEK TO INCREASE REVENUES. STILL, BLACK DID NOT KNOW WHAT FORM WOULD BE ACCEPTABLE TO GOH OR TO STANDARD FRUIT. MEETING JUNE 6, THEREFORE, EXPLORATORY.

3. DCM NOTED THAT BENNATON HANGING BY FINGERTIPS TO SURCHARGE, AND THAT IMPORTANT ELEMENTS OF ECONOMY AGAINST SURCHARGE. IN CIRCUMSTANCES, DCM HOPED THAT DISCUSSIONS WOULD, ON PART OF UNITED FRUIT AND STANDARD FRUIT, TAKE AN ACCOUNT OF HONDURAN SENSIBILITIES AND THE "FACE" NECESSARY FOR GOH PUBLIC RELATIONS.

4. COMMENT: BLACK LISTENED CLOSELY TO OUR ESTIMATE OF SITUATION AND SEEMED GENUINELY APPRECIATIVE. WE SHARE HIS DOUBTS THAT QUICK SOLUTION CAN BE NEGOTIATED.
SANCHEZ

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NNN

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